01/30/06

MON 10:15

[TX/RX NO 9180]

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS

HENRICO COUNTY PUBLIC SCHOOLS Firm **Committee Member**

	Criteria	Weight	Score	Sub- Total
	Functional Requirements • Extent to which the proposal meets the RFP's functional requirements • Compliance with the RFP's technical requirements • Extent of modifications required to meet requirements	25	8	200
1	Implementation Services Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule	25	8	200
Dag P	Experience and Qualifications of Firm Financial Stability of Firm References	15	10	154
(t)	Experience and Qualifications of Proposed Staff Team organization	10	8	80
of	Price Monthly base price	20	6	120
0	Scalability Cost of additional and redundant bandwidth	 		-
ļ	Quality of proposal submission/oral presentations	5	7	35
	GRAND TOTAL	100		785

Legend:

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

* Criteria and weights are customizable.

Exhibit 1 B-2

01/30/08

10:33 FAX

804 8523151

GENERAL

SERVICES

TCPS TCPS

TECH SERVICE

11/18/2885

18:56

MON 10:15

ON XX/XI

9180]

Page

42

of 70

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS HENRICO COUNTY PUBLIC SCHOOLS Firm

Committee Member P

Criteria	Weight	Score	Sub- Total
Functional Requirements • Extent to which the proposal meets the RFP's functional requirements • Compliance with the RFP's technical requirements • Extent of modifications required to meet requirements	25	8	200
Implementation Services Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule	25	8	200
Experience and Qualifications of Firm Financial Stability of Firm References	15	0	0
Experience and Qualifications of Proposed Staff Team organization	10	6	60
Price Monthly base price	20	4	140
 Scalability Cost of additional and redundant bandwidth 		2	10
Quality of proposal submission/oral presentations	5	3	40
GRAND TOTAL	100		660

Firm

Legend:

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

* Criteria and weights are customizable.

Exhibit B-2

11/18/2885

10:55

3286124

6523151

HCPS GENERAL SERVICES

S. HOR

TECH SERVICE

PURCH

EXHIBIT C Rescoring of RFP Process

Bid #05-7788-11SW

Hi-Speed Internet Access

First Round Scoring with Price 30 Percent

		Searing Mittil Lifte 20	J reiteil	
Committee Member	Sprint	Verizon	TelCove	Christopher Comm
April Lucy	300	770	770	670
Lloyd Brown	240	830	750	575
Michael Hubbard	390	800	735	690
Paul Kolmetz	180	780	820	-
TOTALS	1110	3180	3075	470
		3100	3073	2405

	Rankings	Score
Verizon	1	3180
TelCove	2	3075
Christopher Communication	3	2405
Sprint	4	1110

Bid #05-7788-11SW

Hi-Speed Internet Access

Second Round Scoring with Price 30 Percent

Committee Member	Verizon	TelCove
April Lucy	785	785
Lloyd Brown	820	800
Michael Hubbard	830	840
Paul Kolmetz	765	660
TOTALS	3200	3085
Varia	Rankings	Score
Verizon	1	3200
TelCove	2	3085

EXHIBIT D Rescorded Sheets

- 1. First Round of Scoring with Price 30 percent
- 2. Second Round of scoring with Price 30 percent.

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS HENRICO COUNTY PUBLIC SCHOOLS

Firm Verizon

Committee Member April Lucu

Criteria	Weight	Score	Sub- Total
Functional Requirements	25	:	
 Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	20	8	160
Implementation Services	25		
 Project Approach Project Plan and Schedule Project Management Integration 	20	&	-200
 Current Workload and ability to complete required work within HCPS schedule 			160
Experience and Qualifications of Firm Financial Slability of Firm References	15	8	120
Experience and Qualifications of Proposed Staff	10	0 :	80
Team organization		8	80
Price Monthly base price Scalability Cost of additional and redundant bandwidth	20° 30	7	210
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100	X	780
			770

_	Legend:
	Outstanding 10 points
	Adequate to Good 6-8 points
	Marginally Acceptable 3-4 points
	Unacceptable 0 points
	There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.
	* Criteria and weights are customizable.

884 6523151

10:56

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS HENRICO COUNTY PUBLIC SCHOOLS
Firm _____Tel Cove

Firm

Committee Member April Lucy

Criteria	Weight	Score	Sub- Total
Functional Requirements	28	 	
 Extent to which the proposal meets the RFP's functional requirements 	20	8:	200
Compliance with the RFP's technical requirements	}	}	160
Extent of modifications required to meet requirements	00		ļ
Implementation Services	28		
 Project Approach Project Plan and Schedule Project Management Integration 	20	7	140
 Current Workload and ability to complete required work within HCPS schedule 			
Experience and Qualifications of Firm Financial Stability of Firm References	15	8	120
Experience and Qualifications of Proposed Staff Team organization	10	7	70
Price .	28		
 Monthly base price Scalability Cost of additional and redundant bandwidth 	30	8	460 240
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100	X	765
·			770

Legend:

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

* Criteria and weights are customizable.

JAN-12-2006 10:56

884 6523151

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS HENRICO COUNTY PUBLIC SCHOOLS Firm Christopher Communications

Committee Member April Lucy

Criteria	Weight	Score	Sub- Total
Functional Requirements • Extent to which the proposal meets the RFP's functional	.25		lotai
requirements Compliance with the RFP's technical requirements	20	7	175
Extent of modifications required to meet requirements		1	140
Implementation Services Project Approach Project Plan and Schedule	25		
Project Management Inlegration	20	7	197.40
 Current Workload and ability to complete required work within HCPS schedule 			140
Experience and Qualifications of Firm Financial Stability of Firm References	15	:6	90
Experience and Qualifications of Proposed Staff Team organization	10	8	80
Price Monthly base price Scalability Cost of additional and redundant bandwidth	20 30	6	180
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100	X	.680
	•		670

7	Legend:	
	Outstanding 10 points	
	Adequate to Good 6-8 points	
	Marginally Acceptable 3-4 points	151
	Unacceptable 0 points	884 6523
	There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.	***
	 Criteria and weights are customizable. 	10:55
		JAN-12-2886

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS HENRICO COUNTY PUBLIC SCHOOLS

Firm

Committee Member __

Criteria	Weight	Score	Sub- Total
Functional Requirements .	25	 	- IOIai
 Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	20	0	0
Implementation Services	25	}	
 Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	20	0	0
Experience and Qualifications of Firm	15		 -
Financial Stability of Firm References		0	0
Experience and Qualifications of Proposed Staff	10		
Team organization	, , ,	0	0
Price Monthly base price Scalability Cost of additional and redundant bandwidth	28 30	/0	200 300
Quality of proposal submission/oral presentations	5	0	O
GRAND TOTAL	100		2003

Legend:

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

Criteria and weights are customizable.

Only a Quote was submitted.

10:55

JAN-12-2006

CTX/RX NO

01/12/06

EVALUATION SHEET

Request for Proposal #05-7788-115W

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS HENRICO COUNTY PUBLIC SCHOOLS
Firm _ VERTION

Committee Member 11,0 Brun

Criteria	Weight	Score	Sub- Total
Functional Requirements	28		
 Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	20	00	200
Implementation Services	28		
Project Approach			ĺ
 Project Plan and Schedule 	20	n	000
Project Management		В	200
 Integrallon 		•	0ما ا
 Current Workload and ability to complete required work within HCPS schedule 			
Experience and Qualifications of Firm	15		
Financial Stability of Firm		10	150
References			
Experience and Qualifications of Proposed Staff	.10	В	80
Team organization		0	80
Price	20	A I	
- • Monthly base price	30	β	Lloft
Scalability			24D
Cost of additional and redundant bandwidth			270
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL .	100	50	000
	ļ	J 4	870

Legend:

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

* Criteria and weights are customizable.

01/12/2008 11:40 FAX 8U4 328614U Page S

JAN-12-2006 10:56

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[TX/RX NO 9078]

THU 10:41

01/12/06

804 6523151

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS
Firm Tel Cave

Committee Member Llago Brown

Criteria	Weight	Score	Sub- Total
Functional Requirements Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements Implementation Services Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within	25 20 28 20	8	200 140 140
HCPS schedule Experience and Qualifications of Firm • Financial Stability of Firm • References Experience and Qualifications of Proposed Staff	15	6	90 80
Team organization Price Monthly base price Scalability Cost of additional and redundant bandwidth	28 30	8	40 240
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100	45	245
	<u> </u>	· · · · · · · · · · · · · · · · · · ·	750

Legend:	
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Outstanding . 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

* Criteria and weights are customizable.

[TX/RX NO 8078]

01/12/06

TECHNOLCY

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01/12/2008 11:40 FAX 804

EVALUATION SHEET Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS

HENRICO COUNTY PUBLIC SCHOOLS
Firm Christophen Communications

Committee Member Llega

Criteria	Welght	Score	Sub- Total
Functional Requirements	25	<u> </u>	1
 Extent to which the proposal meets the RFP's functional requirements 	20	6	150
 Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 			120
Implementation Services Project Approach	28		
Project Plan and Schedule	20		
Project Management		8	200
• Integration			انون
 Current Workload and ability to complete required work within HCPS schedule 			100
Experience and Qualifications of Firm	15		
Financial Stability of Firm		3	45
• References			
Experience and Qualifications of Proposed Staff • Team organization	10	3	30
Price	26		
Monthly base price	20		
Scalability	30	6	120
Cost of additional and redundant bandwidth		v	180
Quality of proposal submission/oral presentations .	5	90	40
GRAND TOTAL	100	34	cas

Legend:

Outstanding 10 points

Adequate to Good 6-8-points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

* Criteria and weights are customizable.

Request for Proposal #05-7788-11SW

Committee Member Line Brown

		-	

Criteria	Weight	Score	Sub- Total
Functional Requirements • Extent to which the proposal meets the RFP's functional	25.	1	
requirements Compliance with the RFP's technical requirements			0
Extent of modifications required to meet requirements Implementation Services	25		
Project Approach	·		Ì
Project Plan and Schedule Project Management	20	3	25
Integration			177
 Current Workload and ability to complete required work within HCPS schedule 			00
Experience and Qualifications of Firm	15	$\overline{\Omega}$	
Financial Stability of Firm		U	0
References			
Experience and Qualifications of Proposed Staff	10	\mathcal{O}	
Team organization Price	20		
Monthly base price	المعرا	<u></u>	180
Scalability	30	(~)	120
Cost of additional and redundant bandwidth			
Quality of proposal submission/oral presentations	5	0	0
GRAND TOTAL	100	9	195
			240

<u>Legend:</u>	[0:4]
Outstanding 10 points	THE 1
Adequate to Good 6-8 points	01/12/06
Marginally Acceptable 3-4 points	
Unacceptable 0 points	
There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.	

[TX/RX NO 9078]

customizable.

* Criteria and weights are

Page ហ

Exhibit D-1

804 6523151

10:55

JAN-12-2006

Request for Proposal #05-7788-11SW

Project ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS HENRICO COUNTY PUBLIC SCHOOLS

Firm VERIZON

Committee Member MICHAEL HUBBARD

Criteria	Weight	Score	Sub- Total
Functional Requirements	25	8	200
 Extent to which the proposal meets the RFP's functional requirements 	20		المال
Compliance with the RFP's technical requirements			ľ
Extent of modifications required to meet requirements			
implementation Services	28	8	200
Project Approach	40		1
Project Plan and Schedule	20		100
Project Management	}]
 Integration 			1
 Current Workload and ability to complete required work within HCPS schedule 			_
Experience and Qualifications of Firm	15	10	150
 Financial Stability of Firm 		-	
References			
Experience and Qualifications of Proposed Staff	10	10	100
Team organization			
Price	28	6	120
 Monthly base price 	30	_	1 ~
Scalability	المحت		180
Cost of additional and redundant bandwidth	· .		<u> </u>
Quality of proposal submission/oral presentations	5	10	50
GRAND TOTAL	100	·	820
		J	800

Legend:	

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points :

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

* Criteria and weights are customizable.

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THU 09:18 01/17/06

[TX/RX NO 9073]

P. 11

804 6523151

JAN-12-2006 10:57

Schibit D-1

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS

Firm_TELCOVE

Committee Member MICHAEL HUERARD

	Criteria	Weigh!	Score	Sub-
Functional Requireme	nts	28		Total
 Extent to wi 	ich the proposal meets the RFP's fu	notional -C	8	200
zi nemerlupet	is a large to the last to large	nctional 20	•	1.0
	h the RFP's technical requirements	<u> </u>		100
Extent of modi	ications required to meet requirements		•	[
mplementation Service	es			
 Project Approx 		25	6	150
 Project Plan ar 	d Schedule	10		
 Project Manag 	ement			120
 Integration 	********			
	pad and ability to complete required work			
HCPS schedul	is and approx to complete tadmited MOUK	with the state of		
xperience and Qualif		——————————————————————————————————————		
 Financial Stabil 	iv of Firm	15	77	105
 References 		1		
xperience and Qualif	cations of Proposed Staff			
 Team organiza 	ion	10	.7	76
rice		- -		·
 Monthly base p 	ice	28	8 1	Liter
 Scalability 		30		200
	al and redundant bandwidth	1	- 1	240
		<u> </u> -		
dality of proposal sub	nission/oral presentations	5	8	40
RAND TOTAL				:
		100		~~ ^ ~~

Lea	end:
	CIIIU.

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

* Criteria and weights are customizable.

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Exhibit [

804 6523151

[TX/RX NO 9073]

THU 09:18

01/12/06

JAN-12-2006 10:57

TECHNOLGY

[TX/RX NO 9073]

01/12/06

JAN-12-2006

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS HENRICO COUNTY PUBLIC SCHOOLS Firm CHRISTOPHER COL

Committee Member MICHOEL

Criteria	Weight	Score	Sub- Total
Functional Requirements Extent to which the proposal meets the RFP's functional	28	8	200
requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements			140
Implementation Services Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within	28	8	100
Experience and Qualifications of Firm	15	6	90
Financial Stability of Firm References			10
Experience and Qualifications of Proposed Staff Team organization	10	6	6.0
 Monthly base price Scalability Cost of additional and redundant bandwidth 	2 0 30	6	120
PAND TOTAL	5	8	40
SKAND IOIAL	100		710

Legend:

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

* Criteria and weights are customizable.

690

01/12/2006 10:17 FAX 804 3286140 7)

THU 09:18

Adequate to Good

Unacceptable 0 points

Legend:

6-8 points

Outstanding 10 points

There is no 9, 5, 1, or 2 Mulliply score by weight to obtain sub-total for criterla. Add up sub-total to obtain grand score.

* Criteria and weights are customizable.

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS HENRICO COUNTY PUBLIC SCHOOLS
Firm SPRINT

Firm

Committee Member MICHAEL

Criteria Functional Description	Weight	Score	Sub- Tolal
Functional Requirements Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements	25 20	0	0
Implementation Services Project Approach	25	3	75
 Project Plan and Schedule Project Management Integration 	20		00
 Current Workload and ability to complete required work within HCPS schedule 		:	
Experience and Qualifications of Firm • Financial Stability of Firm • References	15	6	90
Expertence and Qualifications of Proposed Staff Team organization	10 ,	0	0
Price Monthly base price Scalability Cost of additional and redundant bandwidth	30	8	160
Quality of proposal submission/oral presentations	5	0	Ø
GRAND TOTAL	100		325

10:57

JAN-12-2006

390

01/12/2008 10:17 FAI 804 3286140

TECENOLGY

HOPS TECH SERVICE

11:56

10/23/2005

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TX/RX NO 9077]

Request for Proposal #05-7788-11SW

EVALUATION SHEET

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS
HENRICO COUNTY PUBLIC SCHOOLS
Firm VERIZUN

Committee Member PAUL KULMETN

Criteria	Weight	Score	Sub
Functional Requirements	 		Tota
 Extent to which the proposal meets the RFP's functional requirements 	25	7	124
Compliance with the RFP's technical requirements	1	•	
Extent of modifications required to meet requirements		•	140
Implementation Services	25		
Project Approach Project Approach]
Project Plan and Schedule	10		
Project Management	1 . 1	(125
 Inlegration 	1.	•	1-1-
 Current Workload and ability to complete required work within HCPS school to 	1		140
	1 1	· · · · · · · · · · · · · · · · · · ·	1 .1
xperience and Qualifications of Firm	15		
Financial Stability of Firm	113	10	1
References	1	10	120
xperience and Qualifications of Proposed Staff	10		<u> </u>
• learn organization	10	10	100
rice			10 "
 Monthly base price 	20		210
 Scalability 	30	7	المال
Cost of additional and redundant bandwidth			. Fred
			•
uality of proposal submission/oral presentations	5	0	140
RAND TOTAL		0	40
A TOTAL	100		
	•	1	IYO

Legend:	0:16
Outstanding 10 points	THU 1
Adequate to Good 6-8 points	01/12/06
Marginally Acceptable 3-4 points	
Unacceptable 0 points	

There is no 9, 5, 1, or 2 Mulliply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

Criteria and weights are customizable.

Fidiny J 10:57 JAN-12-2006

18/23/2885

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JAN-12-2006

[TX/RX NO 9077]

TEU 10:16

01/12/06

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS HENRICO COUNTY PUBLIC SCHOOLS

Firm_TELCOUS

Committee Member PAUL KULMET~

Criteria	Weight	Score	Sub-
Functional Requirements	28		Total
 Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements 	25	B	200
mplementation Services	25		
Project Approach	20		
Project Plan and Schedule			
Project Management			ملحكر
• Integration	. !		•
 Current Workload and ability to complete required work within HCPS schedule 	41 T		IUD
xperiance and Qualifications of Firm	15		····
Financial Stability of Firm	10	7	100
References	- 1	1	107
xperience and Qualifications of Proposed Staff	10	-,- -	
Team organization	'' {	6	60
rice	20		
. • Wolfully base price		1	300
Scalability	30	10	2017
Cost of additional and redundant bandwidth	1	10	72-0
uality of proposal submission/oral presentations	;	7	
RAND TOTAL	1		35
KAND TOTAL	00		7
			8001

Legend:

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. ldd up sub-total to obtain rand score.

Criteria and weights are uslomizable.

10/23/2005

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of.

70

[TX/RX NO 9077]

THU 10:18

01/12/06

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS HENRICO COUNTY PUBLIC SCHOOLS

Firm CHRISTOPHEN COMMUNICATIONS

Committee Member PAUL KILMETO

Functional Requirements Extent to which the proposal meets the RFP's functional requirements: Compliance with the RFP's technical requirements Extent of modifications required to meet requirements Extent of modifications required to meet requirements Project Approach Project Management Integration Current Workload and ability to complete required work within HCPS schedule Experience and Qualifications of Firm Financial Stability of Firm References Experience and Qualifications of Proposed Staff Team organization Price Monthly base price Scalability Cost of additional and redundant bandwidth Quality of proposal submission/oral presentations GRAND TOTAL 100 120 127 157 157 157 157 168 179 180 180 180 180 180 180 180 18	Criteria	Weight	Score	Sub- Total
Implementation Services Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule Experience and Qualifications of Firm Financial Stability of Firm References Experience and Qualifications of Proposed Staff Team organization Price Monthly base price Scalability Cost of additional and redundant bandwidth Quality of proposal submission/oral presentations 28 10 3 45 45 45 45 46 47 46 47 47 46 47 47 47 48 48 49 40 40 40 40 40 40 40 40 40	requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements	257	6	150
Financial Stability of Firm References Experience and Qualifications of Proposed Staff Team organization Price Monthly base price Scalability Cost of additional and redundant bandwidth Quality of proposal submission/oral presentations This is a submission of Firm To the submission of Proposed Staff To the submis	 Implementation Services Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within 		3	75
Team organization Price Monthly base price Scalability Cost of additional and redundant bandwidth Quality of proposal submission/oral presentations Team organization 180 180 170 180 180 180 180 180 180 180 180 180 18	Financial Stability of Firm References	15	3	45
Monthly base price Scalability Cost of additional and redundant bandwidth Quality of proposal submission/oral presentations 180 180 180 180 180 180 180 180 180 18	Team organization	10	3	30
SS	Monthly base price Scalability		6	130
GRAND TOTAL 100 455		5	7	35
	GRAND TOTAL	100		455

<u>Le</u>	a	e	n	d:
		_	-,	•

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

Crileria and weights are

18/23/2085

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS

Firm

Committee Member PAVL KOLMETZ

[TX/RX NO 9077] Legend: THU 10:16 Outstanding 10 points 01/12/06 Adequate to Good 6-8 points Marginally Acceptable 3-4 points Unacceptable 0 points There is no 9, 5, 1, or 2 Mulliply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score. Criteria and weights are customizable.

Crlleria	Weight	Score	Sub- Total
Functional Requirements Extent to which the proposal meets the RFP's functional requirements	25	0	D
Compliance with the RFP's technical requirements Extent of modifications required to meet requirements	. 54.		,
Implementation Services	28		
Project Approach	140	•	}
Project Plan and Schedule	120	()	
Project Management	1 1		0
 Integration 	1 1		1
 Current Workload and ability to complete required work within HCPS schedule 	<u> </u>	ter tyref (g	,
Experience and Qualifications of Firm	15		43
Financial Stability of Firm	1	. ب <u>ي</u>	· 0
References	<u> </u>		
Experience and Qualifications of Proposed Staff	10	6	D
Team organization	100		
Price Monthly have residen	20	,	180
Monthly base price Sanlebille.	130 1	6	120
Scalability Cont of additional and redundant handwidth] -		20
Cost of additional and redundant bandwidth	5	<u>-</u>	
Quality of proposal submission/oral presentations		0	D
GRAND TOTAL	100		120
	4 <u></u>		180

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EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS HENRICO COUNTY PUBLIC SCHOOLS
Firm _____ Tel Cove

Firm _

Committee Member

April Lucy

Criteria	Weight	Score	Sub- Total
Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements	25 D	. 8	200
 Implementation Services Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	28	8	300
Experience and Qualifications of Firm Financial Stability of Firm References	15	3	45
Experience and Qualifications of Proposed Staff • Team organization	10	В	80
Price Monthly base price Scalability Cost of additional and redundant bandwidth	30	/0	2 00 300
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		765

Legend:

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

* Criteria and weights are customizable.

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EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS . HENRICO COUNTY PUBLIC SCHOOLS

Firm Verizon

Committee Member _

April	Lu	CL

Functional Requirements Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements Implementation Services Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule Experience and Qualifications of Firm Financial Stability of Firm References Experience and Qualifications of Proposed Staff Team organization Price Monthly base price Scalability Cost of additional and redundant bandwidth Quality of proposal submission/oral presentations GRAND TOTAL	Criteria	Weight	Score	Sub- Total
Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule Experience and Qualifications of Firm Financial Stability of Firm References Experience and Qualifications of Proposed Staff Team organization Price Monthly base price Scalability Cost of additional and redundant bandwidth Quality of proposal submission/oral presentations PRIOR TOTAL	requirements Compliance with the RFP's technical requirements Extent of modifications required to meet requirements	10	8	15
 Financial Stability of Firm References Experience and Qualifications of Proposed Staff Team organization Price Monthly base price Scalability Cost of additional and redundant bandwidth Quality of proposal submission/oral presentations GRAND TOTAL 10 8 80 7 210 7 45 8 46 	 Project Approach Project Plan and Schedule Project Management Integration Current Workload and ability to complete required work within HCPS schedule 	ı *	8	200
• Team organization Price • Monthly base price • Scalability • Cost of additional and redundant bandwidth Quality of proposal submission/oral presentations 5 8 40 GRAND TOTAL	Financial Stability of Firm References	15	9	135
Monthly base price Scalability Cost of additional and redundant bandwidth Quality of proposal submission/oral presentations 5 8 40 GRAND TOTAL	Team organization	10	8	80
GRAND TOTAL 8 40	Monthly base price Scalability		7	210
	adding of proposer submission total presentations	5	8	40
	GRAND TOTAL	100		795

Legend:

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

* Criteria and weights are customizable.

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS HENRICO COUNTY PUBLIC SCHOOLS Firm リタルフロル

Firm

Committee Member __ L luy 0

Criteria	Weight	Score	Sub- Total
Functional Requirements	28		1
 Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements 	20	8	200
Extent of modifications required to meet requirements	1	•	100
Implementation Services	28		
Project Approach	1 -		1
Project Plan and Schedule	10	_	
Project Management	[. 3	Comp
 Integration]	./	D
 Current Workload and ability to complete required work within HCPS schedule 			100
Experience and Qualifications of Firm	15		}
Financial Stability of Firm		10	1-5
References	1	10	150
Experience and Qualifications of Proposed Staff	10	10	
Team organization		(4)	100
Price	20		
Monthly base price	30	7.	حدد
Scalability		:43	المبلاد
Cost of additional and redundant bandwidth			210
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		<u>``</u>
		j	Bap

Legend:

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

* Criteria and weights are customizable.

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS HENRICO COUNTY PUBLIC SCHOOLS

Firm Teleove

Committee Member Lloyo Brown

Criteria	Weight	Score	Sub- Total
Functional Requirements	28		-
 Extent to which the proposal meets the RFP's functional 	20	8	DOA
requirements] }		
Compliance with the RFP's technical requirements	. }		iveo
Extent of modifications required to meet requirements	ori		
Implementation Services	28	-	þ
Project Approach Septembries	10	•] .
Project Plan and Schedule Desired Management	t l	Ô	الجيد 🔿
Project Management	1	u	000
Integration Current Workland and ability to complete required work within			100
 Current Workload and ability to complete required work within HCPS schedule 			·
Experience and Qualifications of Firm	15		<u> </u>
Financial Stability of Firm	,,,	0	120
References			120
Experience and Qualifications of Proposed Staff	10	g	00
Team organization		ŏ	80
Price	20		
Monthly base price	120	8	14
Scalability		0	300
Cost of additional and redundant bandwidth			270
Quality of proposal submission/oral presentations	5	8	40
ORAND TOYAL	400		70
GRAND TOTAL	100		BOO

Legend:

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

* Criteria and weights are customizable.

Exhibit 0-2

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS HENRICO COUNTY PUBLIC SCHOOLS .

> Firm VETZIZON

Committee Member MICHAEL LIVE MAIS

Criteria	Weight	Score	Sub- Total
Functional Requirements	28	8	200
 Extent to which the proposal meets the RFP's functional 	20	G.	
requirements			100
Compliance with the RFP's technical requirements	} ,	10	,
Extent of modifications required to meet requirements			
Implementation Services	25	. 8	200
Project Approach Project Approach	v		
 Project Plan and Schedule Project Management 			100
• Integration	ļ		١
 Current Workload and ability to complete required work within 	Į j		1
HCPS schedule	_		
Experience and Qualifications of Firm	15	10	150
Financial Stability of Firm		, 0	130
References			:
Experience and Qualifications of Proposed Staff	10	8.	80
Team organization			
Price	28	43	160
Monthly base price	30		
Scalability			240
Cost of additional and redundant bandwidth			
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		830

Legend:

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable. 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

* Criteria and weights are customizable.

Exhibit D-2

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Exhibit 0-2

EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS HENRICO COUNTY PUBLIC SCHOOLS

TELCOVE

Committee Member MICHAEL HURENED

<u> </u>		Score	Sub- Total
unctional Requirements • Extent to which the proposal meets the RFP's functional	25	8	200
requirements	120		100
Compliance with the RFP's technical requirements	,	,	100
 Extent of modifications required to meet requirements 			
mplementation Services	25	8	200
Project Approach	120		
Project Plan and Schedule			160
Project Management			
Integration Current Workland and ability to complete required work within	. [
 Current Workload and ability to complete required work within HCPS schedule 	' ···	t	
Experience and Qualifications of Firm	15	3	100
Financial Stability of Firm	1 .	. 0	120
References			İ
Experience and Qualifications of Proposed Staff	10	6	60
Team organization			
Price	20	10	200
Monthly base price	130		
Scalability			300
Cost of additional and redundant bandwidth			
Quality of proposal submission/oral presentations	5	8	40.
PRAND TOTAL	100	·····	220.

Legend:

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

* Criteria and weights are

customizable.

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EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS HENRICO COUNTY PUBLIC SCHOOLS

Firm

Committee Member

Criteria	Weight	Score	Sub- Total
Functional Requirements	25		1
 Extent to which the proposal meets the RFP's functional requirements Compliance with the RFP's technical requirements 	20	8	200
Evant of modifications required to meet sequirements			1700
Extent of modifications required to meet requirements Implementation Services			100
Project Approach	25"		}
Project Plan and Schedule	20	C_{-}	
Project Management	}		200
• Integration		•	Timb
 Current Workload and ability to complete required work within 			1100
HCPS schedule	i		İ
Experience and Qualifications of Firm	15		<u> </u>
Financial Stability of Firm	''	10	150
References	[1	1.7
Experience and Qualifications of Proposed Staff	10	<u></u>	ΩA
Team organization	1	5	م م
Price	20"		
Monthly base price	30	6	120
Scalability			100
Cost of additional and redundant bandwidth	_		180
Quality of proposal submission/oral presentations	5	7	35
GRAND TOTAL	100		
		ì	115

Legend:

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

* Criteria and weights are customizable.

Exhibit

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HOPS TECH SERVICE

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EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS

HENRICO COUNTY PUBLIC SCHOOLS Firm

Committee Member

Criteria	Weight	Score	Sub- Total
Functional Requirements	25		
 Extent to which the proposal meets the RFP's functional requirements 	20	8	200
 Compliance with the RFP's technical requirements 	1	_	160
Extent of modifications required to meet regularments			100
Implementation Services	28		
Project Approach	1		[
Project Plan and Schedule	20	\mathcal{Q}	1 JAC
 Project Management 		0	
 Integration 			160
 Current Workload and ability to complete required work within HCPS schedule 		•	
Experience and Qualifications of Firm	15	^	
Financial Stability of Firm	'	0	10
 References 			}
Experience and Qualifications of Proposed Staff	10	/2	7.7
Team organization			60
Price	20		
Monthly base price	29 30		11
 Scalability 		u	40
Cost of additional and redundant bandwidth			240
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		110
	}		060

Legend:

Outstanding 10 points

Adequate to Good 6-8 points

Marginally Acceptable 3-4 points

Unacceptable 0 points

There is no 9, 5, 1, or 2 Multiply score by weight to obtain sub-total for criteria. Add up sub-total to obtain grand score.

* Criteria and weights are customizable.

Exhibit D-2

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HCPS GENERAL SERVICES

HOPS TECH SERVICE

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